

DATAWAY
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LOOK AHEAD

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504.01.2 Three Days of
THE CONDOR

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petrator could be realizing as much as \$300,000 a year. Whatever is happening is still happening. The bank (preferring to remain anonymous) told Parker that the Controller of the Currency, the Federal Deposit Insurance Corp. and the Federal Bureau of Investigation have taken an interest in the case. But the bank's own losses are not great enough to warrant a massive expenditure on any kind of investigation. It wants a simple solution.

MORE WAYS THAN ONE TO SKIN A CAT

Can a small software house take on a big conglomerate and win? Maybe. Especially if it gets help. M. Bryce and Associates has been offered help in a suit against Harley Davidson, a subsidiary of AMF Inc. by the Assn. of Data Processing Service Organizations. The Milwaukee office of Harley Davidson asked Bryce to make a presentation on a software package, PRIDE, and to permit representatives of its accounting firm, Arthur Young and Co., to be present. Bryce agreed on condition everyone involved sign a non-disclosure agreement.

Bryce made a five hour presentation after which Arthur Young told Harley Davidson it could do the same job cheaper. It came up with a procedure that would produce exactly the same output Bryce's package would have produced. Bryce filed suit against Harley Davidson and Arthur Young & Co. charging theft of trade secrets. Harley Davidson has countered that Bryce, although it did not have a registered copyright on PRIDE, had put a copyright symbol on its package which precludes trade secret protection. ADAPSO wants to get into the act with the argument that Arthur Young used incremental marketing techniques, using its leverage as Harley Davidson's accountants to get other kinds of its business.

NINE MONTHS IN SEARCH OF A PACKAGE

Sundstrand Corp., Rockford, Ill., may have some kind of a record for thoroughness in evaluating software packages. George S. Hoyt, who represented users on a company project to overhaul its manufacturing management system through packages, says it made a nine-month study before making a decision on a package. From March to November in 1973, his team evaluated 10 packages, visited 35 companies, traveled to seven nations and 17 states and met with more than 130 non-Sundstrand managers.

Some advice: don't be reluctant to talk to others with similar experiences when evaluating a software product. They're eager to help. And don't take too seriously those who say your company is unique and therefore cannot use a package. Problems from company to company are impressively similar. "In fact," says Hoyt, "I believe that the problems are 80% common."

ROBERT REDFORD WAS AHEAD OF HIS TIME

For those who saw Robert Redford in "Three Days of the Condor" and are wondering where you can get a Digital Equipment system like the one in the movie, the answer is nowhere. In the movie, the minicomputer system--a PDP-8/e and a DECwriter--is used to translate Chinese to English by the Central Intelligence Agency. The mini-system was programmed with DEC's high level language FOCAL to simulate language translation. The real thing--a mini system that would front-end a larger translation system--won't be available for at least five years, the experts say.

RUMORS AND RAW RANDOM DATA

Anyone wanting to get into the Polish software market should get to know Stanislaw Soltysinski, currently a visiting professor of law at the Univ. of Pennsylvania law school and also a Polish official with a charter from the Polish government to seek out one or more top U.S. software houses to get a joint venture or partnership going in Poland...ADAPSO last month issued a position paper stating that Congress should not grant an extension to the reporting times for the newly named EFTS Commission (p. 135) unless a person or persons with special experience in the computer industry are added to the commission...The industry is buzzing about the new Cogar/Stitz combination at Singer Business Machines (p. 123). People here know who Cogar is--founder of Cogar Corp. and a millionaire. But who's Otto Stitz--the man just named to replace Gordon Smith who quit as Singer's overseas marketing head? Stitz, well known in Europe, guided Mohawk Data's overseas operations to a profitable business in 55 nations. Stitz, Cogar and Smith were all together at Univac in earlier days, Stitz having been general manager of Univac, West Germany.